



COMMONWEALTH of VIRGINIA

Jennifer Mitchell
Director

DEPARTMENT OF RAIL AND PUBLIC TRANSPORTATION
600 EAST MAIN STREET, SUITE 2102
RICHMOND, VA 23219

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VIRGINIA RELAY CENTER
1-800-828-1120 (TDD)

June 5, 2017

Mark Roberts
Sonny Merryman
PO Box 495
Rustburg, VA 24588

RE: Bus Contracts 15 Passenger Ford Vans
CONTRACT NO.: 505-13-CC0010

Dear Mr. Roberts:

The contract noted above will expire on June 18, 2017. If you are willing to renew for an additional one (1) year, please forward to me, via e-mail, the acceptance below to renew this contract for the period June 19, 2017 through June 18, 2018. The contract will consist of your original bid, contract renewals, and any modifications to the contract. All other terms and conditions for the renewal will remain the same.

In accordance with the terms and conditions, the Commonwealth may wish to extend this contract for an additional period of one year. If we do not receive your response, in writing, by the date shown below, it may be necessary for us to re-bid the contract in order to meet our required schedule. Please notify the undersigned whether or not you wish to renew this contract.

Please complete this form and return to me not later than June 10, 2017.

Yes ☒ My Company will renew this contract under the same terms and conditions.*
*With allowable increases as indicated in attached letter.

No ☐ My Company does not desire to renew this contract.

The Smartest Distance Between Two Points
www.drpt.virginia.gov

Persons signing this modification are authorized representatives of each party to this contract and acknowledge that each party agrees to be bound by the terms and conditions of the contract.

CONTRACTOR

Sonny Merryman

Signature: Mark D. Roberts

Name: Mark D. Roberts

Title: Senior Vice President

Date: June 9, 2017

AGENCY

Department of Rail and Public
Transportation

Signature: Melissa Myers

Name: Melissa Myers

Title: Procurement Officer

Date: 6/10/17

Sincerely,

Melissa Myers
Procurement Officer

June 9, 2017

Melissa Myers VCO, VCCO
Procurement Officer
Commonwealth of Virginia
Department of Rail and Public Transportation
600 East Main Street, Suite 2102
Richmond, VA 23219

Dear Ms. Myers:

I am in receipt of your renewal request and would like to thank you for the opportunity to renew Virginia State Vehicle Contract 505-13-CC0010 for 15 Passenger Ford Vans. All of us at Sonny Merryman, Inc. appreciate the opportunity to continue providing this vehicle to municipalities and agencies here in the Commonwealth.

Upon receipt of your letter, I submitted a request to the manufacturers for 2018 model year pricing. While 2018 Ford pricing has not been published, the average increase over the past three years is \$743.00 and my contacts at Ford have indicated that we should expect a similar increase. The body manufacturer, Starcraft, is requesting a .97% body increase for the 2018 model year. That amount will be \$206.00. Our actual per unit increase is \$949.00. Documentation is attached.

The 2017 model year price was \$47,850.00. I would like to request a new 2018 model year price of \$48,328.00. While the requested price does not cover our actual increase it is within the limits allowed per contract language.

Contract language allows an annual increase based on Producer Price Index Series WPU141302. For the most recent 12 month period posted, the allowable increase is \$478.00. The relevant Producer Price Index Table is attached. The amount was determined as follows:

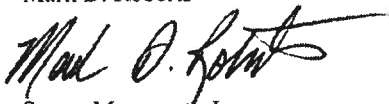
- April 2016 factor = 239.6
- April 2017 factor = 242.0

$$242.0 - 239.6 = 2.4 \quad 2.4 / 239.6 = .01 \quad \$47,850.00 \times 1.01 = \$48,328.00$$

Thank you again for this opportunity. We value our relationship with DRPT and look forward to continuing our successful partnership.

Sincerely,

Mark D. Roberts


Sonny Merryman, Inc.

BID PRICE INCREASE WORKSHEET USING WPU1413

<http://data.bls.gov/timeseries/WPU1413>

WPU1413 Transportation Equipment - BUS AND TRUCK BODIES

UNIT TYPE: **14 BOC**

\$21,864.00

BASE PPI: **237.1**

Date For PPI	PPI Value	Adjustment Divisor	Factor	New Price to Agency	New Price to Dealer	Effective Date	Actual New Award Base	Increase to Agency	Increase to Dealer
4/1/2016	237.1		1.0000	\$0.00	\$21,864.00			Base \$\$	Base \$\$
4/1/2017	239.4		1.0097	\$0.00	\$22,076.09			\$0.00	\$212.00

UNIT TYPE: **15 BOC**

\$21,189.00

BASE PPI: **237.1**

Date For PPI	PPI Value	Adjustment Divisor	Factor	New Price to Agency	New Price to Dealer	Effective Date	Actual New Award Base	Increase to Agency	Increase to Dealer
4/1/2016	237.1		1.0000	\$0.00	\$21,189.00			Base \$\$	Base \$\$
4/1/2017	239.4		1.0097	\$0.00	\$21,394.54			\$0.00	\$206.00

UNIT TYPE: **19 BOC**

\$22,841.00

BASE PPI: **237.1**

Date For PPI	PPI Value	Adjustment Divisor	Factor	New Price to Agency	New Price to Dealer	Effective Date	Actual New Award Base	Increase to Agency	Increase to Dealer
4/1/2016	237.1		1.0000	0	\$22,841.00			Base \$\$	Base \$\$
4/1/2017	239.4		1.0097	0	\$23,062.57			\$0.00	\$222.00

PPI Commodity Data Original Data Value

Series Id: WPU141302
Not Seasonally Adjusted
Group: Transportation equipment
Item: Complete vehicles on purchased chassis
Base Date: 198212
Years: 2007 to 2017

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2007	200.4	200.4	198.2	200.6	200.7	201.3	201.3	201.4	201.7	201.7	201.7	197.6
2008	197.9	197.9	201.7	203.0	204.3	206.8	208.9	208.9	208.9	211.4	211.5	211.6
2009	211.2	210.9	209.9	208.3	208.8	208.9	210.5	210.5	210.5	209.4	209.4	209.6
2010	211.2	211.2	211.2	212.5	212.7	212.6	213.4	213.1	213.4	213.4	213.5	214.0
2011	214.3	214.9	215.4	215.8	216.0	216.1	215.9	216.2	216.2	215.5	217.6	218.8
2012	218.5	218.6	218.6	220.2	220.2	222.6	222.8	223.5	223.5	222.8	221.7	222.2
2013	221.9	221.9	222.1	222.3	222.2	222.6	222.8	222.8	224.9	225.4	225.5	225.5
2014	227.4	228.3	228.0	227.6	227.6	228.5	228.5	229.3	230.0	230.6	230.6	230.8
2015	232.2	236.8	236.8	236.8	237.2	237.2	237.2	237.3	237.3	237.3	237.7	237.9
2016	238.2	239.0	239.5	239.6	239.3	239.7	240.3	240.4	240.5	240.5	241.1	241.1
2017	242.0	241.4	242.3	242.0								